

# Annuity Industry Estimates

(Dollars in billions)

	Q4 2015	Q4 2016	Pct Chg Q4/Q4	YTD 2015	YTD 2016	Pct Chg 2015/2016
<b>Variable</b>						
<b>Separate accounts</b>	24.6	18.9	-23%	104.9	78.6	-25%
<b>Fixed accounts</b>	7.1	6.4	-10%	28.1	26.1	-7%
<b>Total Variable</b>	<b>31.7</b>	<b>25.3</b>	<b>-20%</b>	<b>133.0</b>	<b>104.7</b>	<b>-21%</b>
<b>Fixed</b>						
<b>Fixed-rate deferred</b>	8.5	7.7	-9%	30.9	38.7	25%
<b>Book value</b>	5.3	4.4	-17%	19.7	21.8	11%
<b>Market value adjusted</b>	3.2	3.3	3%	11.2	16.9	51%
<b>Indexed</b>	16.1	14.0	-13%	54.5	60.9	12%
<b>Fixed deferred</b>	24.6	21.7	-12%	85.4	99.6	17%
<b>Deferred income</b>	0.83	0.58	-30%	2.68	2.79	4%
<b>Fixed immediate</b>	2.6	2.0	-23%	9.1	9.2	1%
<b>Structured settlements</b>	1.4	1.4	0%	5.5	5.8	5%
<b>Total Fixed</b>	<b>29.4</b>	<b>25.7</b>	<b>-13%</b>	<b>102.7</b>	<b>117.4</b>	<b>14%</b>
<b>Total</b>	<b>61.1</b>	<b>51.0</b>	<b>-17%</b>	<b>235.7</b>	<b>222.1</b>	<b>-6%</b>

Industry estimates reported for the fourth quarter 2016 based upon data from 63 companies, representing 96 percent of total sales.

Source: LIMRA Secure Retirement Institute, U.S. Individual Annuity Sales Survey (2016, 4th quarter)

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